SUCCESSOR TO
A. GOODELL & SONS CO.

ILLINOIS AND INDIANA
FARM LOANS

WARREN F. GOODELL
LODA, ILLINOIS

October 29, 1932

Mr. W. C. Robinson
Delhi, New York

Dear Sir:

Re: Haas interest of $121
due October 1st.

The above interest did not come until just now and as it was in the form of a personal check it will take some time before we can remit against it. He had some hogs which were not quite ready to go on October 1 when the interest was due.

This loan has never been renewed since it was due two years ago and it seems to me that we should fix it up in some way rather than let it run past due. While I think it is impossible for Mr. Haas to consider paying the loan off now, it seems as if it would be a good idea to get him to agree to make some payments on principal each year in the future.

Grain is very low, in fact, the lowest it has been at any time. We had a load of corn put in our coal bin yesterday and are burning it. It cost about $3.50 a ton while the cheapest coal of any value that we can get is about $5.00 a ton delivered in the bin. We have quit burning your hard coal down here entirely as it costs $15 or $16 a ton.

Yours very truly,

Warren F. Goodell

WFG:MM

My dear Dr. Robinson,

I cannot tell you how much your kind letter of sympathy meant to Maynard and me. Our sorrow is simply overwhelming - it hardly seems possible at times that our dear girl

is no longer here. Only our faith in God and the knowledge that Virginia is safe with Him makes it bearable. Thanks so much for your kind thoughts!

Very sincerely

June 22, '32 Marguerite Gilbert

WARREN S. GOODELL
NATHAN P. GOODELL

A. Goodell & Sons Co.

(A CO-PARTNERSHIP)

ILLINOIS AND INDIANA FARM LOANS

LODA, ILLINOIS

ESTABLISHED IN 1855
BY ADDISON GOODELL

Oct. 6, 1931.

Rev. W. C. Robinson,
Delhi, New York.

Re: Allbright farm.
Trust No. 23.

Dear Sir:

I have been going through some more motions trying to rent the above farm for another year. Mr. Allbright, the former owner, wrote me several times, and said that he wanted to rent it. I visited him and he offered $175.00 rent for it cash in advance. He says he has sold his little store and that he will be able to make the payment all right. I then consulted our local representative there, and he advised strongly against having anything to do with Mr. Allbright. He was not pleasant to deal with while we were getting title to the land, and it is possible that if I would rent to him, at the last minute he would tell me that he could not raise the necessary money to pay the rent, and it would be too late to get anybody else.

Mr. Bainbridge on the other hand has a reputation for doing what he says he will, but ~~on the other hand~~ he is not sure that he wants to take it on the same basis of $140.00 a year. We have a letter from him this morning asking whether an all cash offer of $1500 for the farm on sixty days from date would be considered. He says that if it will he wants an option.

As we have indicated to you before, we consider such a price plenty cheap. On the other hand at the level at which other investments now stand it might not be a bad idea to give him an option. Nothing is selling at anywhere near what it is worth, and by judicious reinvestment of the proceeds you might be able to recoup a large part of your loss in a comparatively short time. Personally I feel that by worrying along with this farm for a year or two more money can be got for it, but whether it will be enough to pay is another question, and I feel that it is for you to decide whether to sacrifice it now or to wait and take chances on things getting better. Please let me hear from you at your earliest convenience.

Yours very truly,

Warren F. Goodell
Trustee.

WFG:MC

WARREN S. GOODELL
NATHAN P. GOODELL

ESTABLISHED IN 1855
BY ADDISON GOODELL

A. Goodell & Sons Co.

(A CO-PARTNERSHIP)

ILLINOIS AND INDIANA FARM LOANS

LODA, ILLINOIS

August 15, 1931

TO OUR INVESTORS:

No one has escaped the far-reaching consequences of the events of the years 1930 and 1931. Coming as they have as a climax to a decade of agricultural depression, we have been forced to come to a momentous decision of withdrawing from the business of making and selling Farm Loans.

The reasons for this decision are fairly obvious, but we feel that the consequences are of the greatest importance to all of you. Therefore, we will outline in a brief manner our plans for the future and our reasons for making them.

For ten years we have carried on against increasing odds, always confident that the turn would come as it had in past business depressions. But it did not come, and agricultural conditions are more critical today than at any period since the collapse of the post-war boom. In the meantime we have been running our business at a loss and using all of our resources in an effort to stand between you and the difficulties under which the farmers are laboring.

A fair proportion of our loans have given no trouble, but some of them have and for those we have paid a greater part of the bills (although in a few cases recently some of you have paid substantial assessments that have materially helped us to help you). However, we feel that the time has now come when we must put our business upon a basis that will make it possible for us to continue to operate without further loss.

We have reduced our office overhead by the cutting of salaries and by the practicing of other economies, but such measures are necessarily limited. Under the present conditions the burden of detail is greater than it ever has been before, and it is of vital importance to maintain a proper office force and equipment to handle it so as to be able to do everything necessary for our clients in the liquidation of their loans.

Our principal source of income in the past, commissions for the making and extending of loans, is almost entirely

cut off. It is necessary, therefore, for us to look to some other source for income.

To meet this situation we have decided that on and after September 1st, 1931, we will make a service charge of three percentum (3%) for the collection of principal and six percentum (6%) for the collection of interest. Owing to the uncertainties involved, these percentages are only tentative. We hope, however, they will be sufficient to cover the cost of the services rendered.

It is impossible for us to foretell how many loans will be paid in full or how many and which ones may still go delinquent. All that we can say is that we will do our best and do the work as cheaply as we can, and we are confident that we can do it at a far less expense than could be done by one who is a stranger to the task.

After so many years of mutually agreeable and profitable relations, the situation that has arisen is unpleasant and embarrassing; but it must be faced frankly. In order that there may be no misunderstandings, we request that if you desire us to continue to act as your agent in the collection of your loans, you sign the enclosed authorization and return it to us.

We desire to take this opportunity to express our very great appreciation of your patronage in the past, and our regret at this outcome.

Very truly yours,

A. Goodell & Sons Co.

Per A. J. Goodell

WARREN S. GOODELL
NATHAN P. GOODELL

A. Goodell & Sons Co.

(A CO-PARTNERSHIP)

ILLINOIS AND INDIANA FARM LOANS

LODA, ILLINOIS

ESTABLISHED IN 1855
BY ADDISON GOODELL

Aug. 3, 1931.

W. C. Robinson,
Delhi, New York.

Dear Sir: Re: Allbright farm.

We acknowledge your letter enclosing trust agreement signed by you. You did not put down your address, and we will enter it ourselves as Delhi, unless you designate some other permanent address.

We are now enclosing the certificate of beneficial interest showing that you own the entire proceeds from this property.

Yours very truly,

A.Goodell & Sons Co.

Per W. F. Goodell

WFG:MC
Encl.

WARREN S. GOODELL
NATHAN P. GOODELL

A. Goodell & Sons Co.

(A CO-PARTNERSHIP)

ILLINOIS AND INDIANA FARM LOANS

LODA, ILLINOIS

ESTABLISHED IN 1855
BY ADDISON GOODELL

July 20, 1931.

W. C. Robinson,
Delhi, New York.

Dear Sir: Re: Allbright farm.

We are in receipt of your letter stating that you think it would be better to have a deed to a Trustee, and we are accordingly enclosing a trust agreement for you to sign. When we have received this back, we will have the land deeded to the Trustee and a certificate of interest issued to you.

Yours very truly,

A.Goodell & Sons Co.

Per W. F. Goodell

WFG:MC
Encl.

Management of foreclosed farms.

During the past few years some of our investors have been confronted with the necessity of dealing with defaulted loans. Before the present agricultural depression, it was often possible to foreclose a delinquent mortgage and sell the land securing it at Sheriff's sale for enough to pay up the mortgage claim. Under the present conditions however, there are rarely any outside bidders at foreclosure sales of farms in our loaning territory. It thus becomes necessary in most cases for the mortgagee to bid in the land to protect his interests. While it is possible for him to bid in the land for less than the amount of the mortgage claim and secure a personal judgment against the maker of the mortgage for the deficiency, it is seldom that such a judgment can be collected.

This being the case, for all practical purposes foreclosure merely results in the mortgagee taking over the land. In fact, this is so true that in cases where it is possible to do so, mortgagees make a practice of obtaining title by deed instead of foreclosure, in order to save expense and get immediate possession.

In either case the question then arises as to what shall be done with the farm. Obviously most of our investors do not want the land, but wish to dispose of the property on the best terms and as soon as possible. When a buyer can be found at once, even where the purchase price is so low that the investor has to take a moderate loss on the deal, the land is usually sold. Very often however, it is impossible to make a sale at any reasonable price, and the land must be held for a period running into years. Even when a sale is made it is often necessary to sell on the annual payment plan, the mortgagee retaining title until a substantial part of the purchase price has been paid, which generally means for several years.

In cases where the mortgage is held entirely by one investor, the matter is relatively simple. He takes title to the land himself and deals with it as he would with any other property he may own. If he desires our assistance, we endeavor to help him manage the property, and sell it, making a moderate charge for our services.

In case the mortgage secures several notes held by different investors, the situation is more complicated. It is possible of course, for the investors to take joint title to the land, but to this procedure there are serious objections. Quite often the owners of the various notes are scattered all over the country. Some may be estates, minors, or incompetents, and of course any of the joint owners may die at any time, tying up the land until his estate is settled. The work of the person who undertakes the actual management of the property is tremendously increased and complicated by reason of the necessity of getting all of the owners to agree upon all matters relating to the operation, leasing and sale of the properties and the necessity of getting authority each time before transacting any business. Furthermore, it is often times difficult to get all of the owners to agree on matters relating to the sale and management of the property and some one of the owners who is financially able to do so may try to take advantage of the others by forcing the property to be sold at auction at judicial sale through partition proceedings and may force the sale of the property at an inopportune time, resulting in heavy losses to all of the other joint owners. Altogether the situation is one to be avoided, if possible.

Where our loans are divided among several investors there is either a mortgage or a trust deed to a Trustee securing the notes. It is, of course, possible for this Trustee to take title to the land, as such Trustee, but if he does so, there is no provision, either in the mortgage or trust deed or by law, as to his powers and duties, with the result that he must get the consent of all of the note owners as to any business he may undertake on behalf of the trust, and all his acts may be questioned by persons dealing with the Trustee and by the owners themselves unless specific authority is obtained in each instance. Thus, the situation is not materially improved by his taking title.

In order to provide some satisfactory working arrangement to adequately handle the situation we have employed legal counsel who have advised that the land be taken over by a Trustee under a form of deed prepared for that purpose, which gives the Trustee broad powers so far as the records are concerned in order that persons dealing with him with reference to the property will be fully protected by the records without having to inquire into the terms of the trust. This is supplemented by a trust agreement which sets forth in detail the powers and duties of the Trustee and the rights of the owners of the indebtedness. This trust agreement is not a matter of record as there is no purpose in disclosing in the record who the beneficiaries are so long as they are protected by the trust agreement itself. It is nearly always necessary in order to obtain title without foreclosure to cancel the outstanding notes and release the mortgage so the trust agreement provides for the issuance by the trustee of certificates of beneficial interest in place of the mortgage notes, so that each beneficiary may have some documentary evidence of his interest in the trust. These certificates of beneficial interest are issued to the beneficiaries in proportion to their respective claims under the mortgage. These certificates are personal property and can be transferred in a manner similar to the transfer of shares of stock in a corporation and can be divided into any desired number of parts. The trust agreement provides for the distribution, from time to time, of all the net proceeds of the rental or sale of the property among beneficiaries according to their respective shares.

It can readily be seen that this arrangement obviates the difficulties above cited arising from the death of investors and similar contingencies. The management of the farm is in the hands of one man with certain definite duties, and with power to deal with or sell the land according to his best judgment. In case of his death or inability to continue to act, a Successor-in-Trust is provided. The trust agreement necessarily clothes him with a large number of powers, due to the fact that a Trustee can do no act unless he is given specific authority to do it. While the trust agreement gives the Trustee broad discretion as to the management and sale of the property it does not protect him against his own negligence or dishonesty nor does it permit him to purchase the property himself and he is required by law to deal fairly with all of the beneficiaries.

Needless to say, this arrangement has been planned for the sole purpose of assisting our investors in the liquidation of loans which we have sold. We are designating as Trustee, in all cases where our investors indicate no other preference, our Mr. Warren F. Goodell. While each piece of property is to be handled as a separate trust, there are obviously many advantages in favor of having the same person look after more than one of them. In this way it will be possible to maintain an organization, cutting down the overhead for each individual trust and in many ways making for greater efficiency and economy.

Mr. Goodell has been selected for the purpose because of his general familiarity with the business, and in particular his first-hand knowledge of the properties involved. Of necessity he will make a charge for his work, but that is inevitable however the matter is handled, and we feel that he will be able to handle the work for considerably less than any outsider would be likely to charge. Furthermore, he will undertake the task with a view to liquidation as soon as it can be satisfactorily completed, not trying to drag the job out.

Because we take very seriously our moral obligation in connection with loans we have sold, we have gone into this matter carefully. After thorough consideration, we recommend the arrangement above described as the logical solution of the problem.

Loda, Illinois.

A. Goodell & Sons Co.

Per Warren F. Goodell

Nathan P. Goodell

June 1, 1931

WARREN S. GOODELL, President

NATHAN P. GOODELL, Attorney and Vice Prest

A. Goodell & Sons Co.

TELEPHONE No. 9.

"A CO-PARTNERSHIP"
CAPITAL $130,000.00

ILLINOIS & INDIANA FARM LOANS
A SPECIALTY.
HIGH GRADE SECURITIES
FURNISHED INVESTORS.

Loda, Iroquois Co., Ill. June 24, 1931.

W. C. Robinson,
Delhi,
N. Y.

Dear Sir:-

In reply to your letter of the 22nd you are advised that besides the Albright loan you have the following,-

Guy W. Haas	$2200	Due Oct. 1,1930	bearing 5½%	interest
J. H. Steckel	1000	" Dec. 1,1933	" 5½%	"

Interest has been paid on the Haas loan to Oct. 1,1930, and this loan is still in the process of extension. Our Mr. Moffett who has this matter in charge is out of town on a business trip and immediately upon his return we will have him take this matter up and complete the extension and forward papers on to you. Haas interest has been remitted to you.

Interest has been paid on the Steckel loan to Dec. 1,1930 and there was also a payment of $500 on the principal. We remitted you on Jan. 6,1931 $584.79, which covered the $500 payment and also interest $82.50 on the $1500 and interest on the $500 payment to Jan. 6,1931. This reduced the principal to $1000.00. We have your receipt for this payment. We wish you would now kindly send us the principal note for endorsement on this payment on the back thereof and also the four remaining interest notes, three for proper reduction on account of the payment on principal and the coupon due Dec. 1,1930 for delivery to borrower.

We note you will write us shortly in regard to the Albright matter, and will await your letter for further action.

Yours truly,

A. Goodell & Sons Co.,
Per M A Stevens

WARREN S. GOODELL
NATHAN P. GOODELL

A. Goodell & Sons Co.

(A CO-PARTNERSHIP)

ILLINOIS AND INDIANA FARM LOANS

LODA, ILLINOIS

ESTABLISHED IN 1855
BY ADDISON GOODELL

June 15, 1931.

W. C. Robinson,
Delhi, New York.

Re: Allbright farm.

Dear Sir:

We do not seem to be getting anywhere with selling this farm, although Bainbridge has asked us to come back and see him again and we intend to do so. In the meantime, it seems to us that some disposition might as well be made of the title. As we told you, it stands in Mr. Moffett's name free and clear of the mortgage as that was foreclosed, and we are holding a deed executed by him in our vault. It seems to us that you might as well take title yourself. If you will say the word and advise just how you want your name to stand, we will have a deed put on record.

On the other hand, if for any reason you do not care to take title yourself, our Mr. Warren F.Goodell as Trustee can take it for you. We are enclosing a memorandum explaining the arrangement which you can see is primarily intended for cases where several parties are interested. Some of our people however, do not care to take over a farm so far away, and there is no reason why the agreement is not suitable where only one party is interested. In either case we shall expect to give you what help we can in liquidating the investment.

Yours very truly,

A.Goodell & Sons Co.

Per W. F. Goodell

WFG:MC
Encl.

June 22, 1931.

A. Goodell and Sons Company,
Loda, Illinois.

Gentlemen:

I received your letter of June 15th relative to the Allbright farm. I read also the enclosed letter. What I wanted to know was my standing on your books in the other loans. Just send me a complete statement addressing it to Delhi, New York, where I will be. I will attend to the matter very shortly.

Yours very sincerely,

WARREN S. GOODELL, PRESIDENT

NATHAN P. GOODELL, ATTORNEY AND VICE PRES'T.

A. Goodell & Sons Co.

ESTABLISHED 1855

"A CO-PARTNERSHIP"

ILLINOIS AND INDIANA FARM LOANS A SPECIALTY
HIGH GRADE SECURITIES FURNISHED INVESTORS
CAPITAL $130,000.00

LODA, IROQUOIS CO., ILL. Sept. 27, 1930.

Rev. W. C. Robinson,
Delhi, New York.

Dear Sir:

The Guy Haas loan of $2200 will be due again October 1st, and we have been advised that Mr. Haas will not be able to make any payment on this loan at this time. Neither will he be able to secure the funds from any other source.

He has asked for a renewal, and under the circumstances we think the only thing to do is to grant the extension. He has always been prompt in payment of his interest, and conditions have not improved any in that territory since the time the loan was extended, and there are no companies making loans there on this type of land. Please advise if you will be willing to grant this extension.

Yours very truly,

A. Goodell & Sons Co.

Per

CSM:MC

THIS LETTER IS WRITTEN ON ILLINOIS CORN STALK PAPER

WARREN S. GOODELL, PRESIDENT NATHAN P. GOODELL, ATTORNEY AND VICE PRES'T.

A. Goodell & Sons Co.

ESTABLISHED 1855

"A CO-PARTNERSHIP"

ILLINOIS AND INDIANA FARM LOANS A SPECIALTY
HIGH GRADE SECURITIES FURNISHED INVESTORS

CAPITAL $130,000.00

LODA, IROQUOIS CO., ILL. Sept. 15, 1930.

Rev. W. C. Robinson,
% The Presbyterian,
1217 Market St.,
Philadelphia, Pa.

Re: Allbright farm.

Dear Sir:

We acknowledge receipt of your letter enclosing the Haas coupon, and stating that you are holding the principal note. We think this is wise as we do not know yet that it will be paid.

The writer wishes to thank you for your kind words relative to his visit with you, and assures you that he will do everything he can to help liquidate your investments. We have just returned from a visit to the Allbright farm, and had a talk with the man who is farming it, a Mr. William Bainbridge.

As you know from our previous letters, this farm is back off the main road, although a public road leads to it. It used to go on past but has been discontinued, beyond the farm, and our tenant is the only one using it. Part of it is flooded in the spring time, making it impossible to get to the farm for some weeks of each year. In addition to that, the buildings and fences are run down, so that it is not the kind of a farm which will be easy to sell under present conditions. The farms which are selling to best advantage now are those that are well located on good roads, and with the improvements in first class condition.

Of course, these defects could be remedied by spending some money on the place, but we would not recommend it unless the prospect of a sale were much surer than it is now. Mr. Bainbridge says, and he is dead right, that the farm is worth a good deal more than we would be likely to sell it for under the conditions.

We tried to interest him in buying it, but he said that he had no money to buy it with. He does have a 46 acre farm joining the village of Rossville, Illinois, where he used to live, which he

THIS LETTER IS WRITTEN ON ILLINOIS CORN STALK PAPER

would give a trade on for the Allbright farm. The trouble is that it is evidently high-priced land, and he wants $3500 to boot to make the trade. There is a $1500 mortgage against his property which could be carried along, but even then the deal would take $2000, and we are assuming that you would not wish to put in any such amonnt of money, even though the investment might prove profitable for you later on.

We thought we would see if we did not have another piece of land on our hands near him that we could work in on the deal. This would result in your going in with one or more investors on his farm, but if a reasonable deal could be made we would not hesitate to recommend the change, as it would be a piece of land that we could handle for you to much better advantage.

We would like to know how you would feel about such a deal. YWe might also make mention of the fact that we are going to have difficulty in renting the farm for this coming year, as Bainbridge does not want to give more than $100 a year cash rent for it. This is entirely too little, although we know that he would build up the place wonderfully if he would rent it for five years as he wants to do.

Yours very truly,

A.Goodell & Sons Co.

Per W F Goodell

WFG:MC